



costa

SASEV & SATI Information days

Chris Potgieter | 17 -18 August 2020

“Production practices when
growing high quality table
grapes where labour costs
are high”



costa

Growing regions in Australia

Early regions

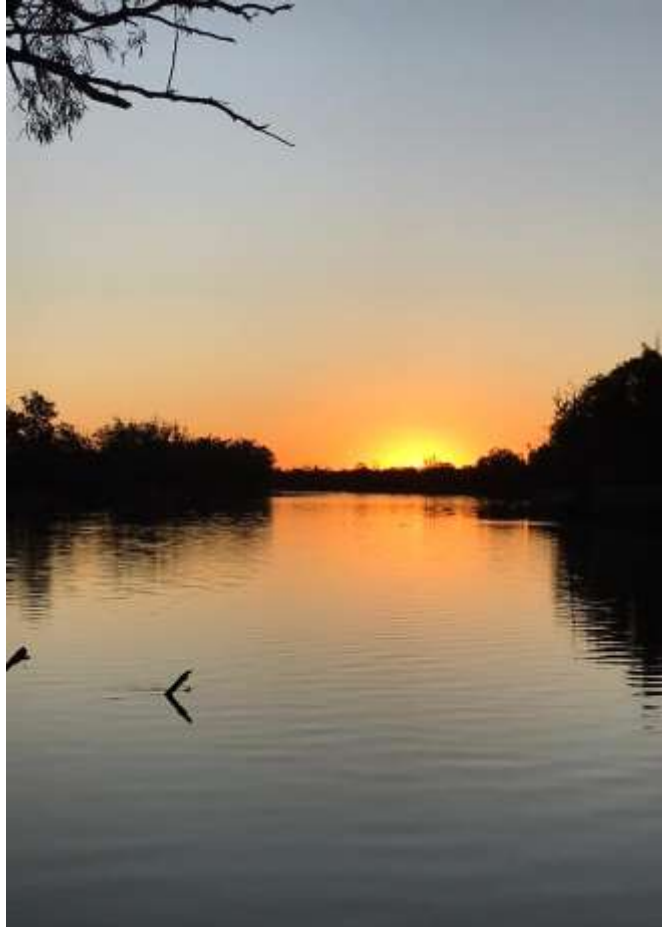
- Emerald - Queensland
- Mundubbera - Queensland
- St George – Queensland
- Carnarvon – Queensland

Later regions

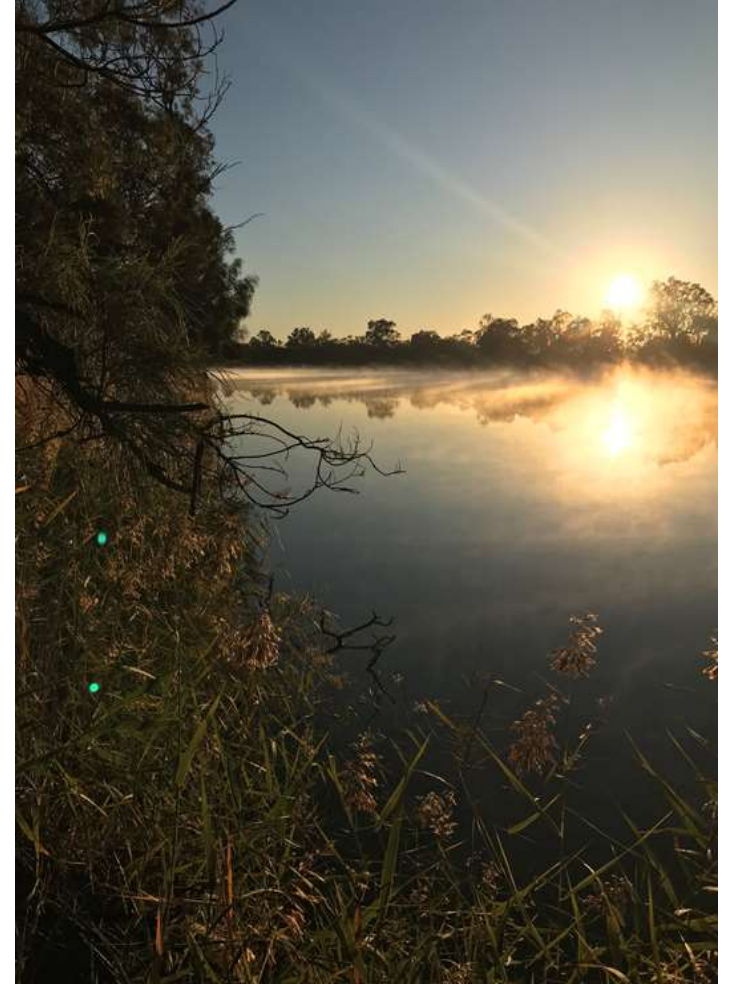
- Mildura – Sunraysia, Victoria
- Swan Valley - Western Australia
- Harvey – Western Australia



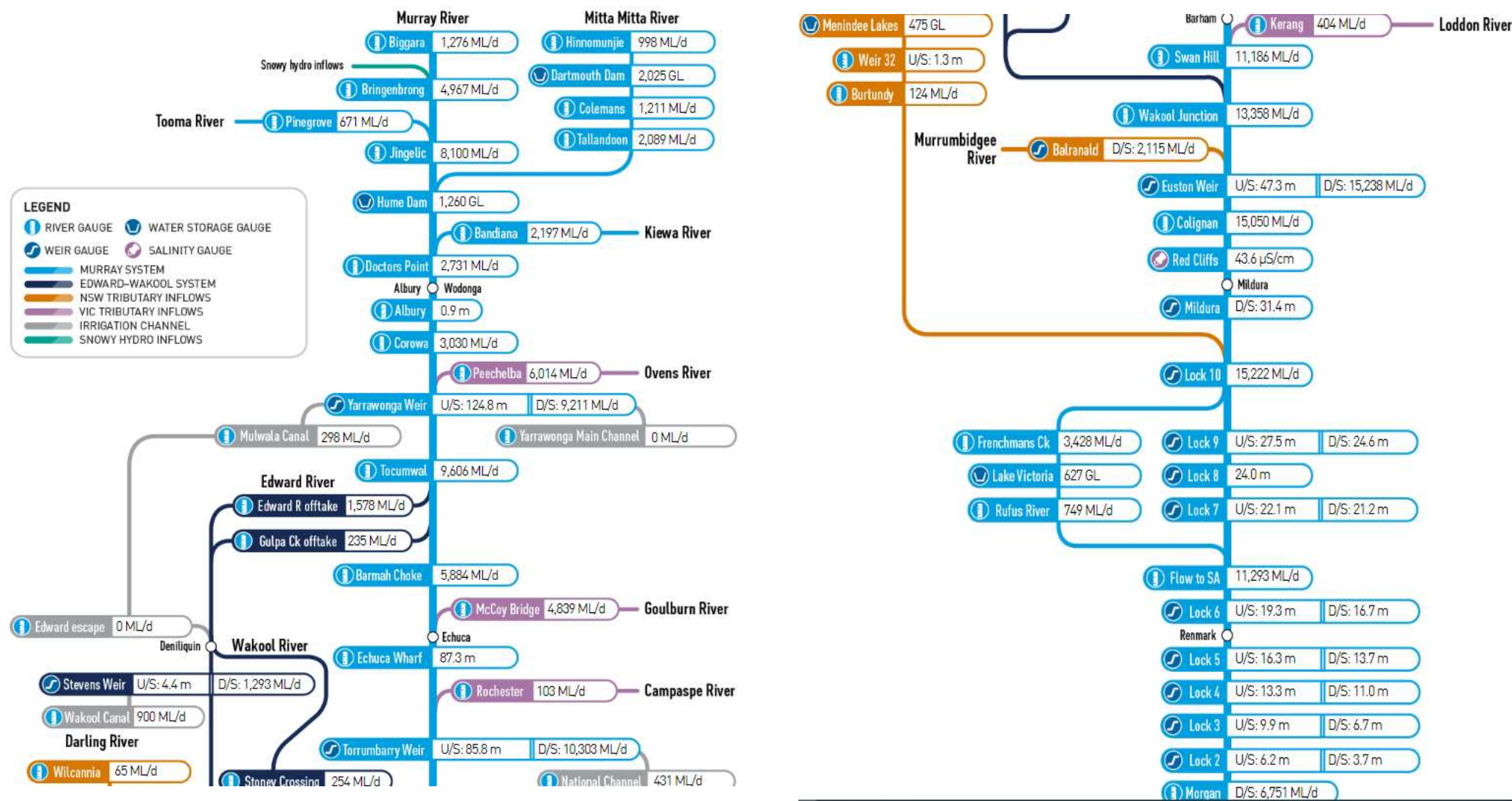
The Murray River – water resource for many crops which includes table grapes, almonds, wine grapes, asparagus, stone fruit and citrus.



Mildura - Lock 11 and scenes next to the river



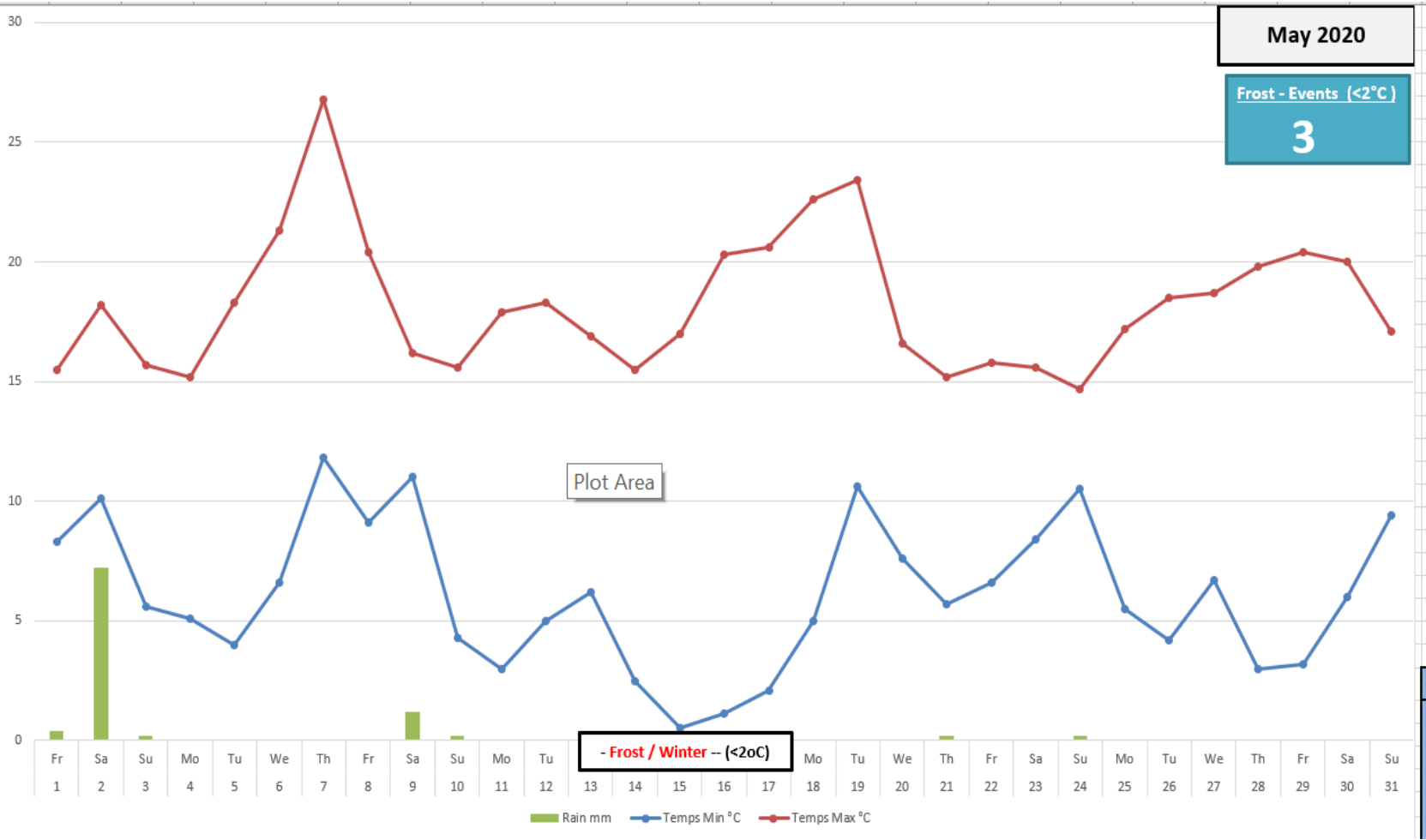
Flow and salinity managed by www.mdba.gov.au



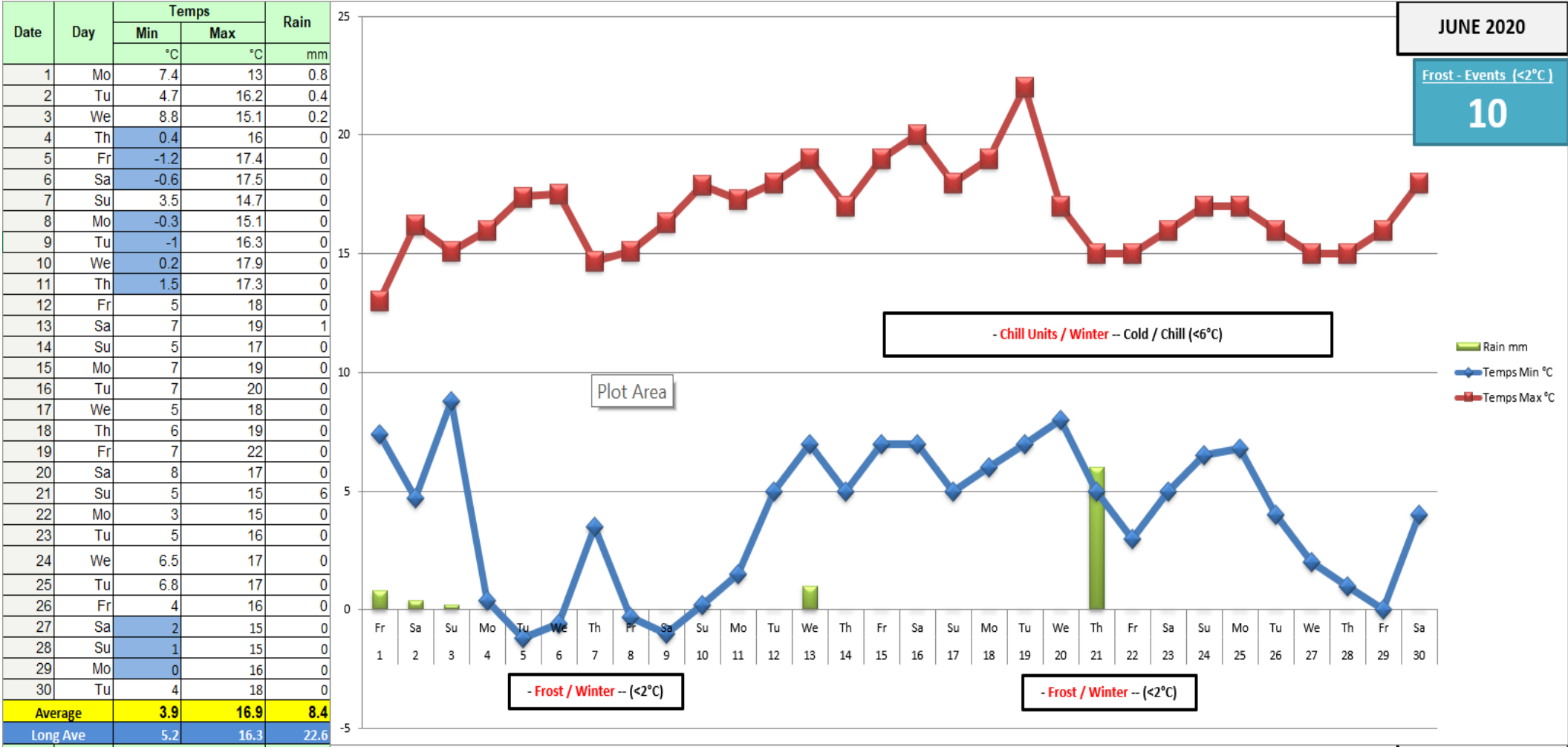
Weather: Winter & Summer

May 2020

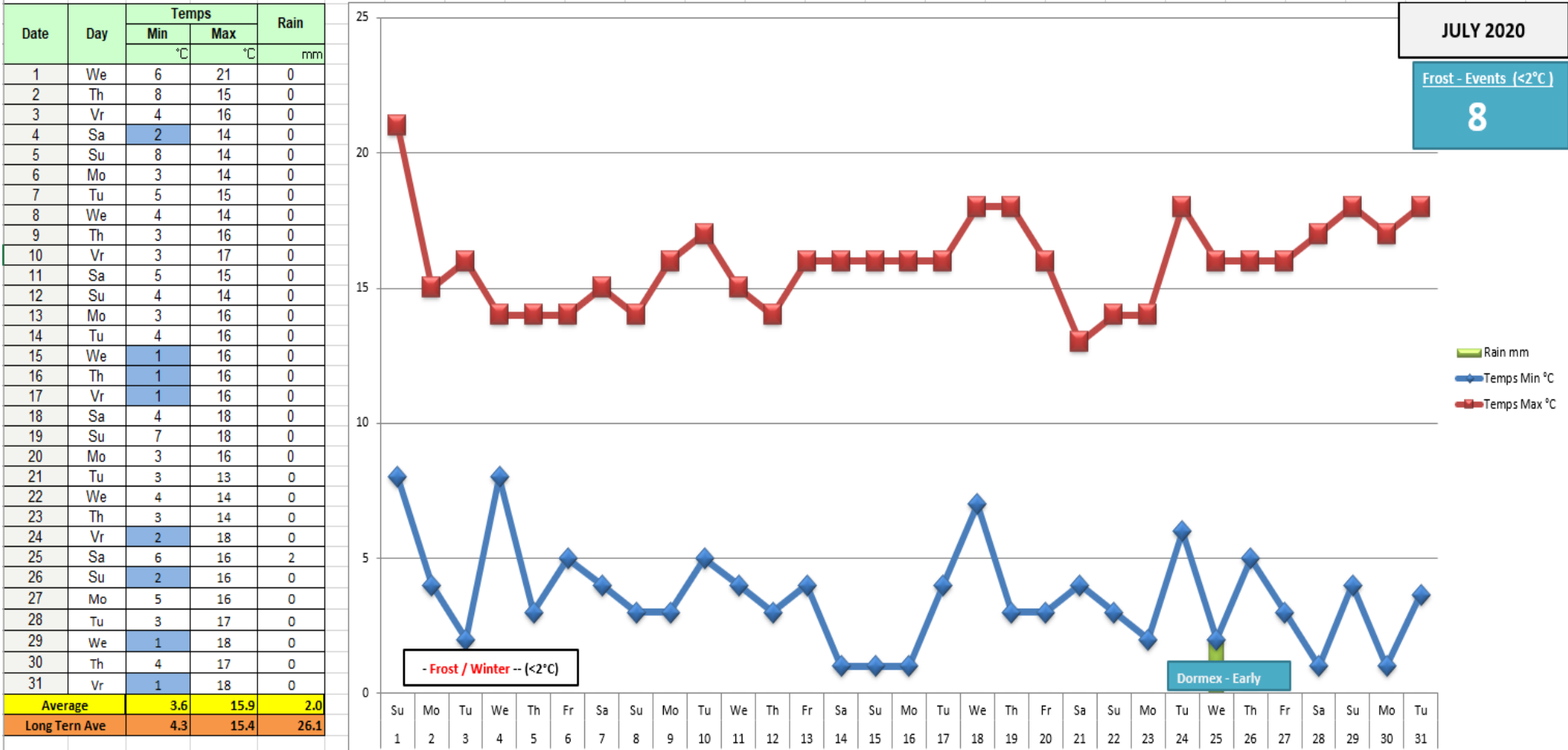
Date	Day	Temps		Rain
		Min	Max	
		°C	°C	mm
1	Fr	8.3	15.5	0.4
2	Sa	10.1	18.2	7.2
3	Su	5.6	15.7	0.2
4	Mo	5.1	15.2	0
5	Tu	4	18.3	0
6	We	6.6	21.3	0
7	Th	11.8	26.8	0
8	Fr	9.1	20.4	0
9	Sa	11	16.2	1.2
10	Su	4.3	15.6	0.2
11	Mo	3	17.9	0
12	Tu	5	18.3	0
13	We	6.2	16.9	0
14	Th	2.5	15.5	0
15	Fr	0.5	17	0
16	Sa	1.1	20.3	0
17	Su	2.1	20.6	0
18	Mo	5	22.6	0
19	Tu	10.6	23.4	0
20	We	7.6	16.6	0
21	Th	5.7	15.2	0.2
22	Fr	6.6	15.8	0
23	Sa	8.4	15.6	0
24	Su	10.5	14.7	0.2
25	Mo	5.5	17.2	0
26	Tu	4.2	18.5	0
27	We	6.7	18.7	0
28	Th	3	19.8	0
29	Fr	3.2	20.4	0
30	Sa	6	20	0
31	Su	9.4	17.1	0
		6.1	18.2	9.6
Long Ave		7.4	19.1	26



June 2020

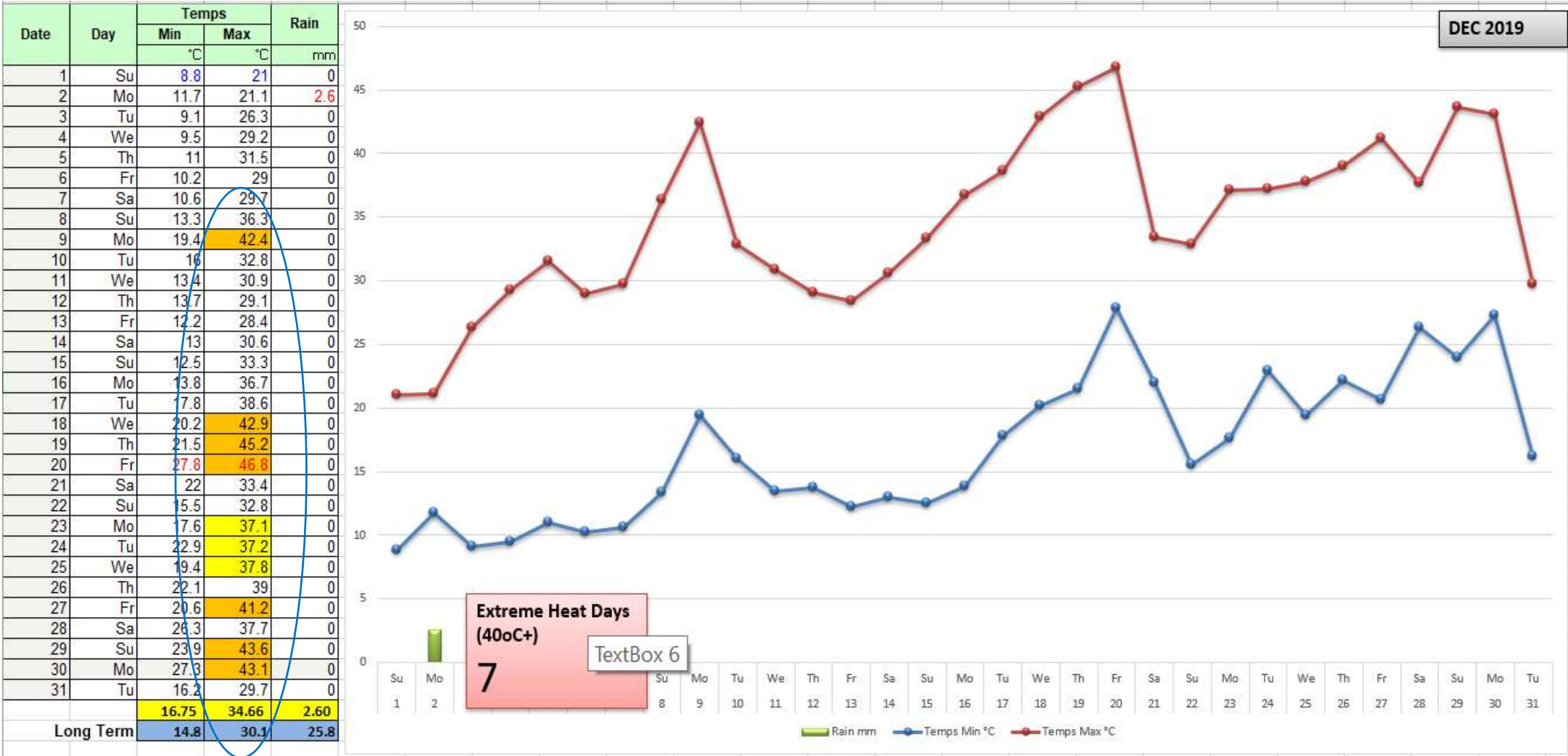


July 2020

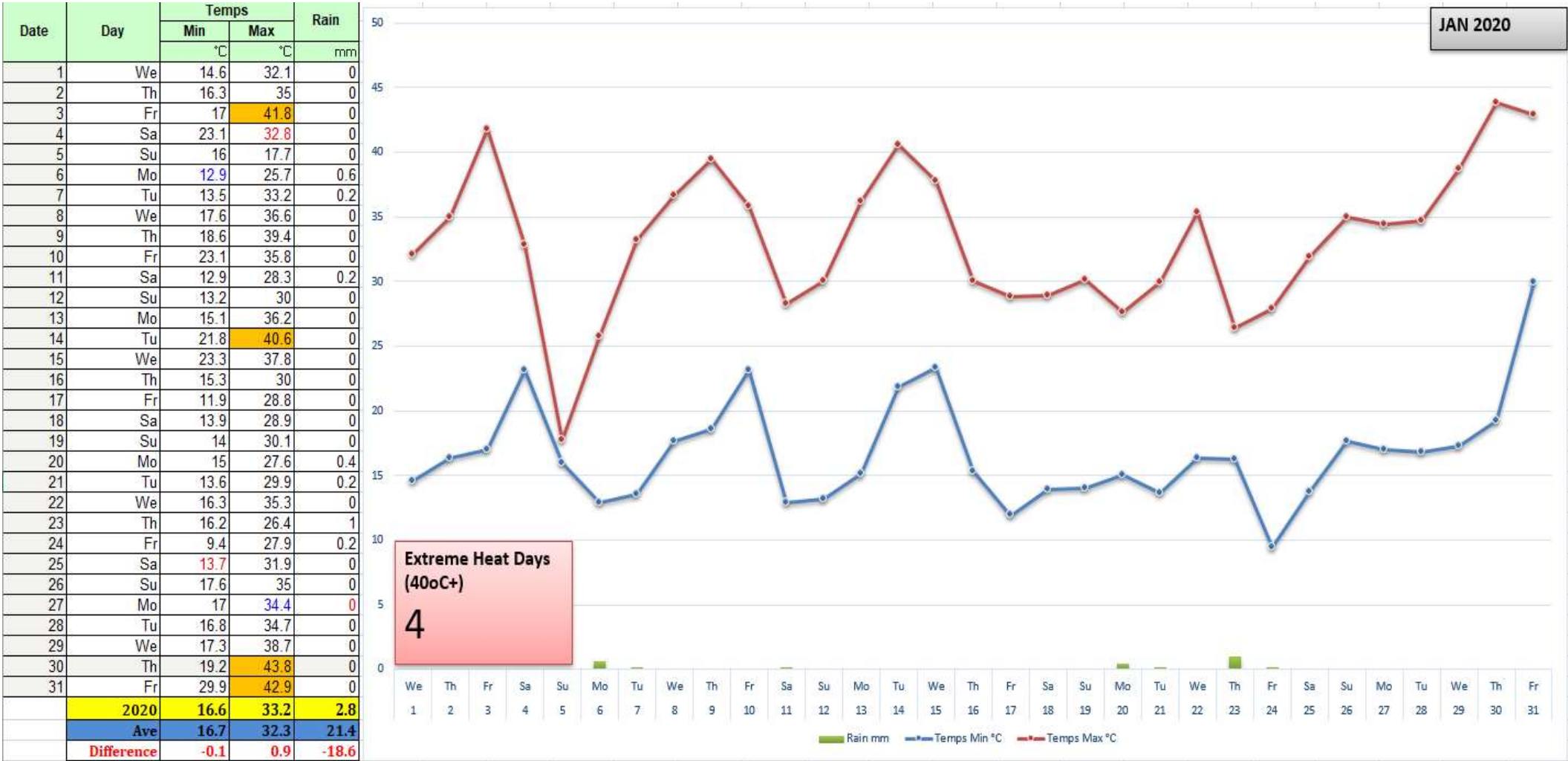


Weather focus 2019/2020 (Information from Michael Ficarra)

December 2019



January 2020



February 2020



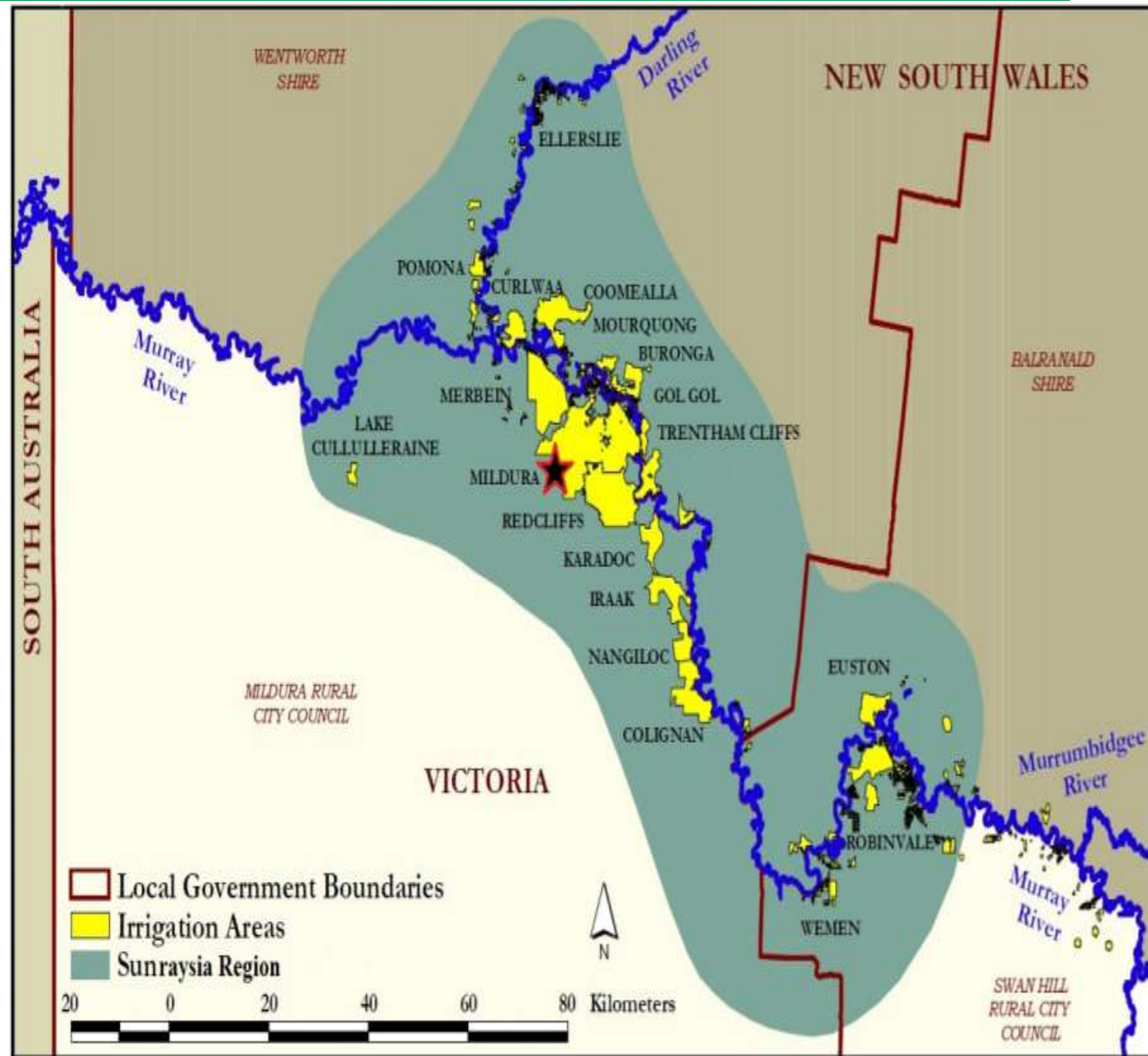
Challenging days – Dust storm moving over Mildura and vineyards in the region

December 2019



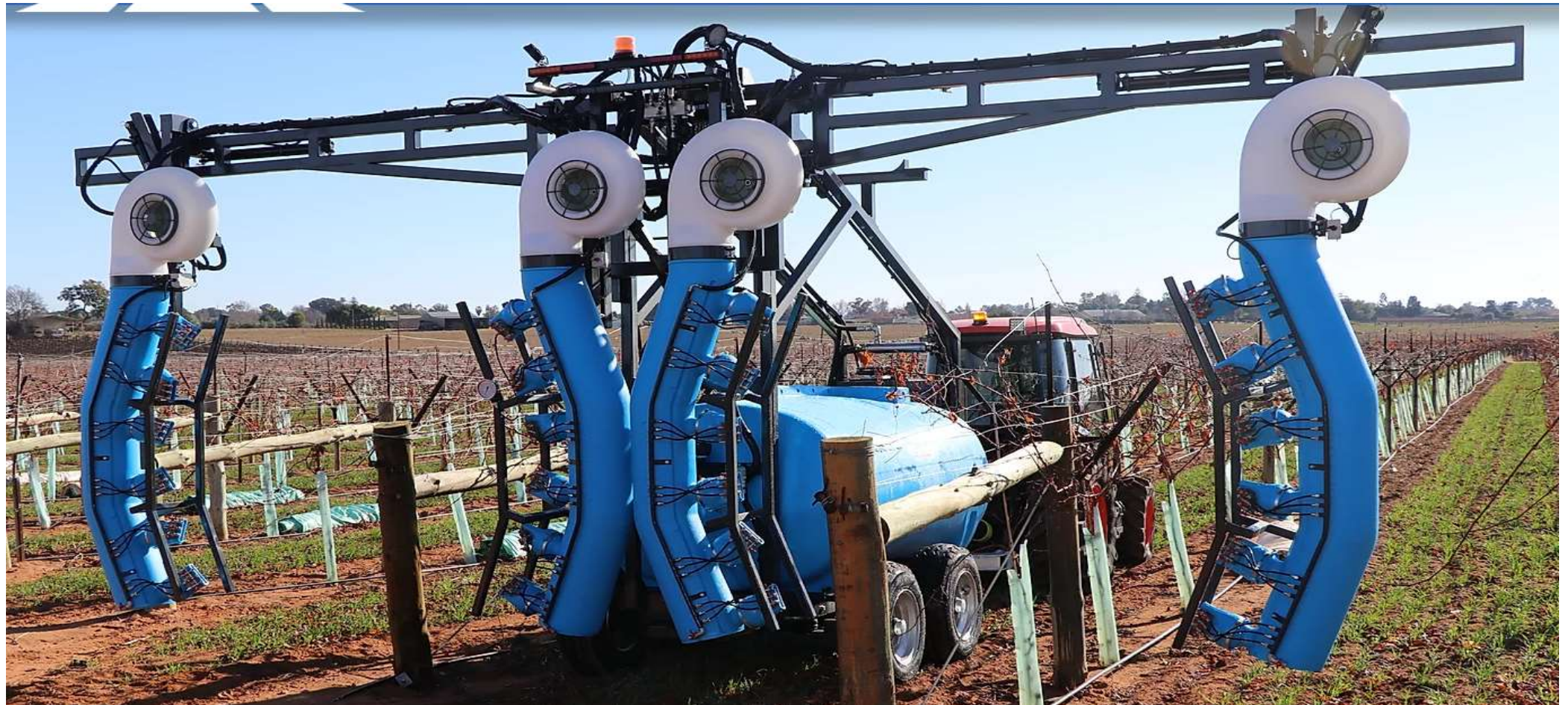
Some popular varieties in the Sunraysia + Robinvale region

- Flame Seedless
- Menindee
- Ivory
- Midnight Beauty
- Thompson Seedless
- Crimson Seedless
- Sweet Globe
- Sugar Crisp
- Sweet Sapphire
- Autumn Crisp
- Adora Seedless



“Produktiwiteitsbestuur en arbeidsbestuur van Suid Afrika se Tafeldruif industrie sal in die toekoms lyk soos die res van die Wereld sin”

- Wietz Botes



Labour in Australia

- Labour cost of up to \$ 24.80 per hour - @ R12 to AUD1 = R297.60/ hour
- Labour law and max of 38 hours per week apply to cost above + overtime penalties
- Piece rate 90% of the time
- Migrant workforce
- Countries of Origin:
 - # Pacific Islands
 - # Malaysia , China, Indonesia
- Not skilled in most cases
- Some individuals work 7 days a week
- Source of labour - mainly through contractors
- Own transport provided by worker or contractor

The Commission has announced a 1.75% increase to minimum wages

Published 19 June 2020

The Fair Work Commission has announced a 1.75% increase to minimum wages. This will apply to all award wages.

Increases to awards will start on 3 different dates for different groups of awards. See [When will my award increase for information on when the awards will increase.](#)

Most employees are covered by an award. If you're not sure which award applies, use [Find my award.](#)

For anyone not covered by an award or an agreement, the new national minimum wage will be \$753.80 per week or \$19.84 per hour. This applies from the first full pay period starting on or after 1 July 2020.

Using the correct equipment for each job...

INCREASED PRODUCTIVITY + TIME SAVING + MONEY SAVING



New developments

Killing vines with Roundup and leaving them to rot vs removing vines with Bobcat?



Making life easy with tractors

Compacting soils?



Job	Men	Time
Dropping poles in new block	6	3 hours
1200 Poles	2 Drivers 4 men loading + unload in the field	3 hours

New development



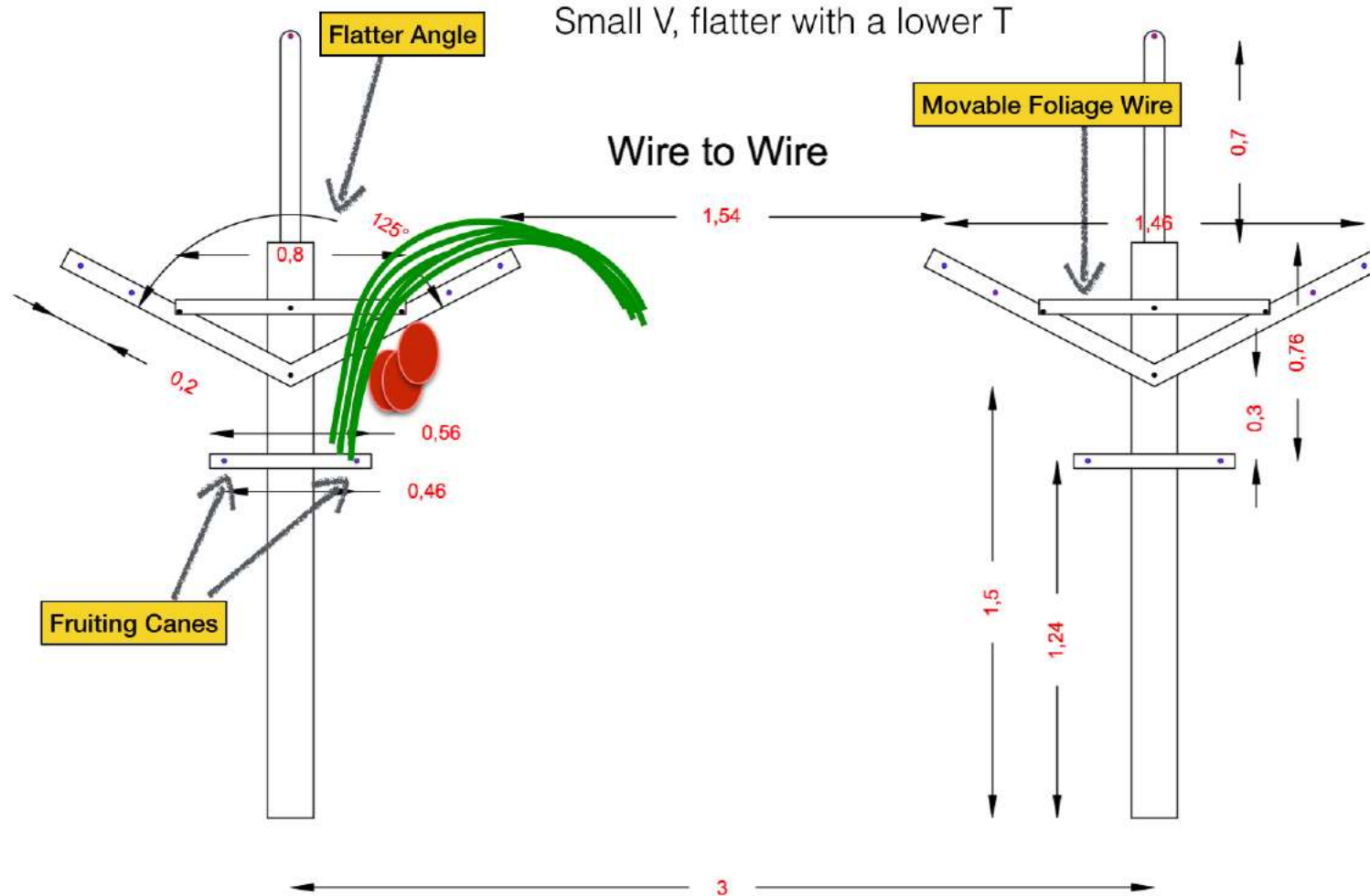
Job	People involve	Quantity	Time	Cost
Planting post	6 (Grower)	2.5 hectare	1 day	\$1056
Planting post	Contactor+ team	2.5 hectare	1 day	\$2282 (\$2.80 per post)

Trellis options

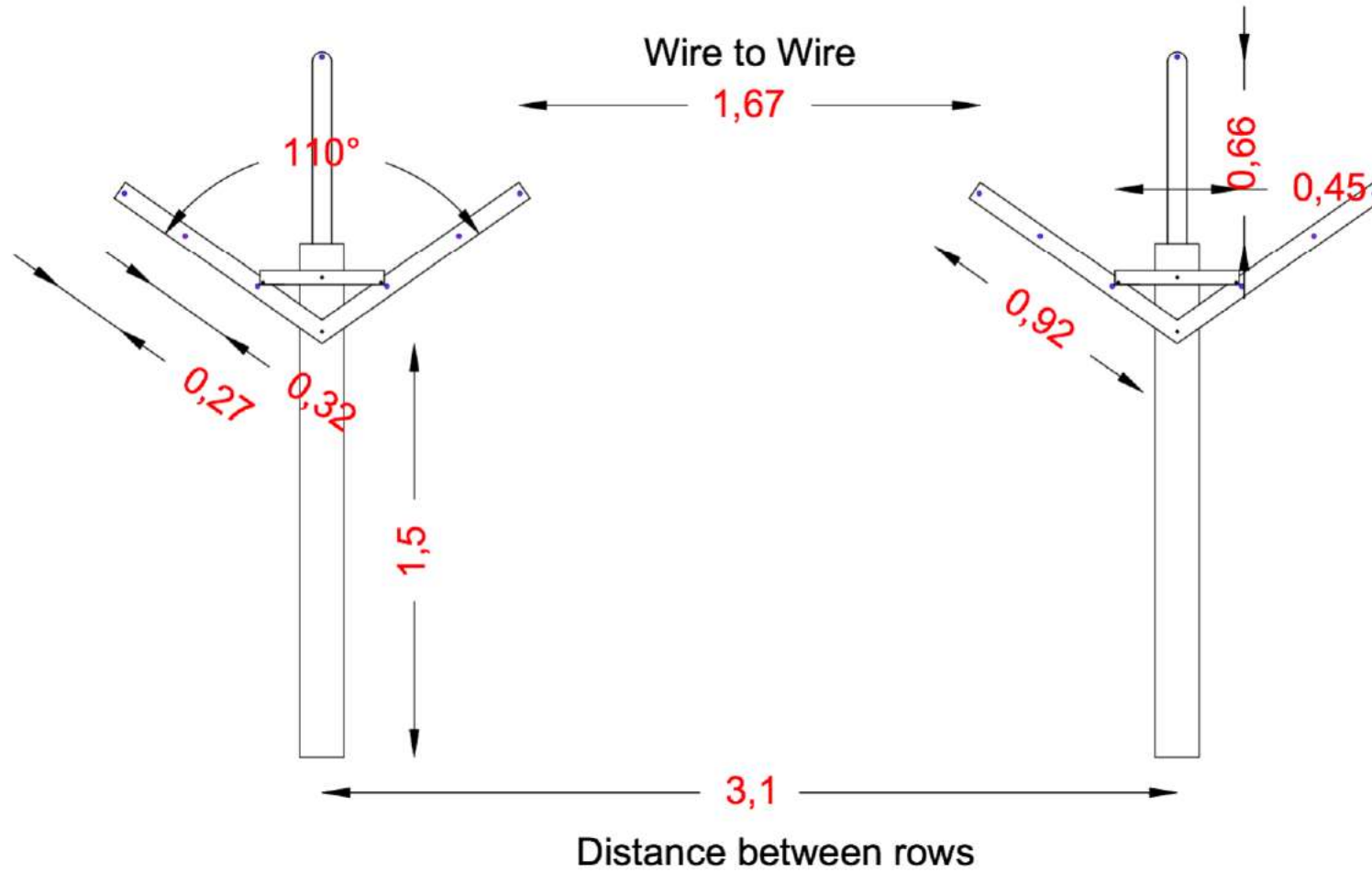
Pre-assembled trellis



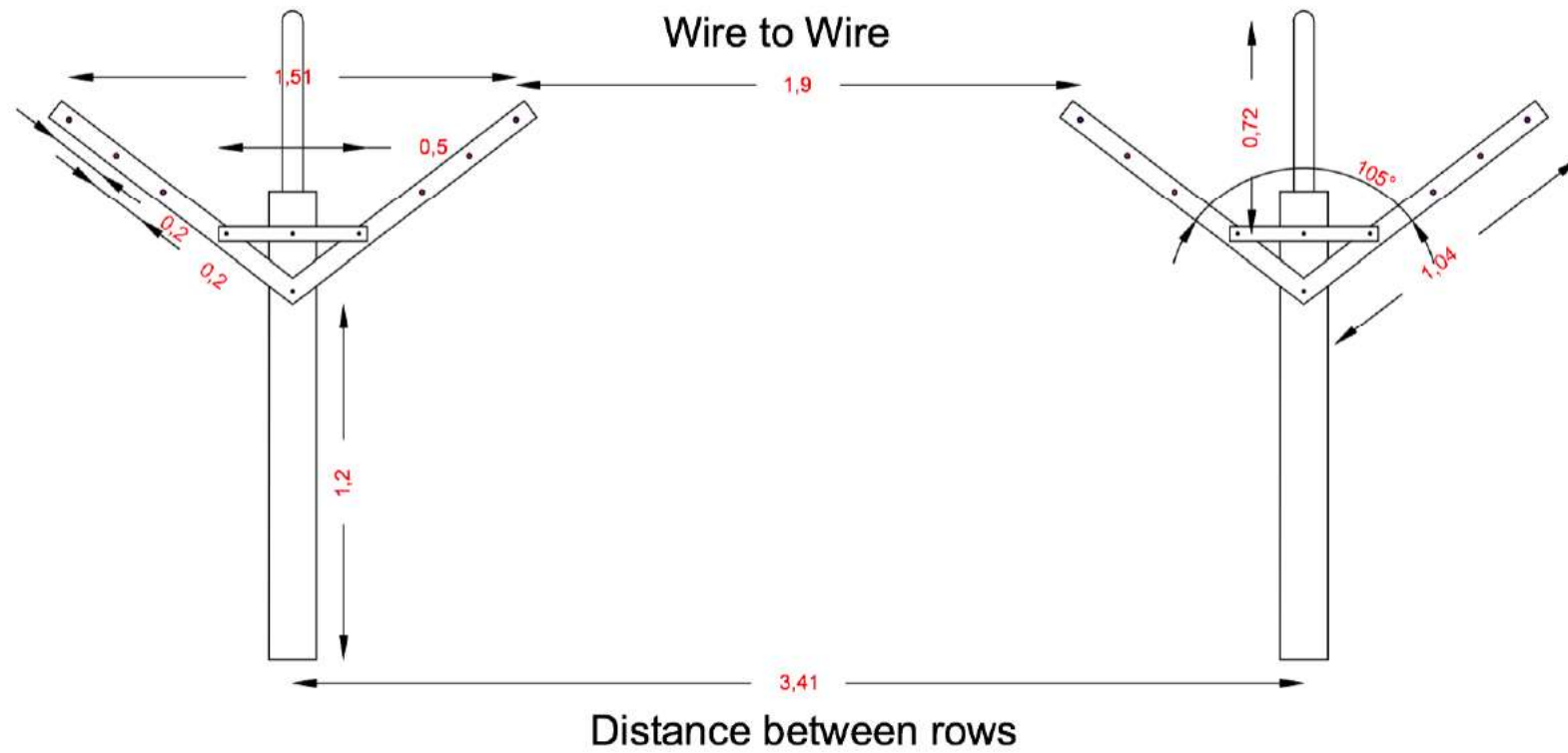
Small V, flatter with lower T (Drawings : Michele Melillo, SW)



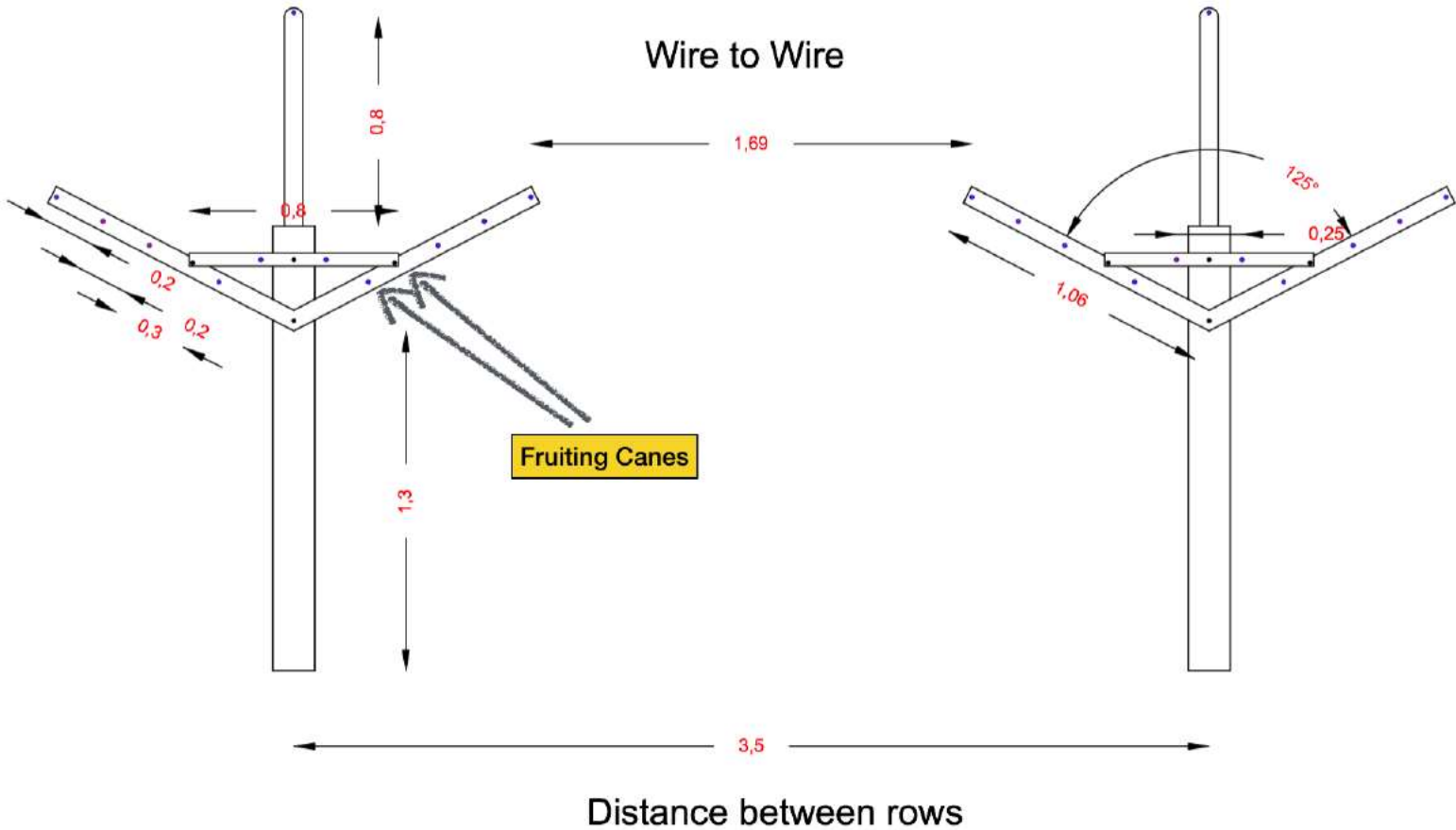
Traditional small V



Extended V trellis



Flatter V



Block ready to plant



Sample of Trellis used



Fruiting canes

Fruiting canes

Bigger gable trellis with 11.5ft row



Example of new trellis - Cordon wires 2.5mm



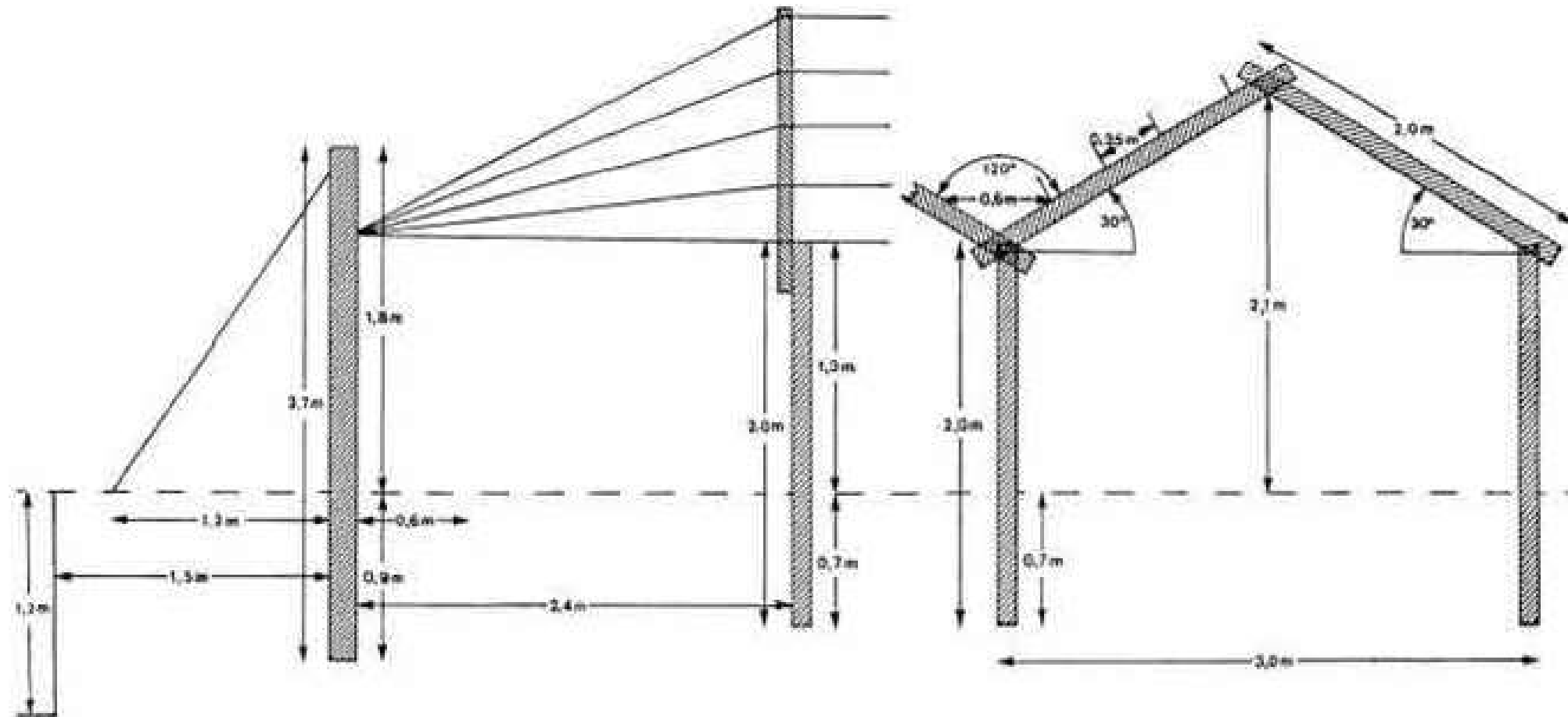
Canopy in the Summer and Autumn



Canopies in Autumn



Closed Gable - South Africa (Drawing- SATI)



White seedless South Africa 2019/2020



Big V trellis in California



Pergola trellis in Chile - not machine or labour friendly



Pruning

Cane stripper.



Battery operated secateurs to increase productivity



Experienced labour force used for pruning

- Cane stripper normally used on farms sizes 15 – 40 ha
- Need skilled drivers to operate the machine
- Small canopy size makes pruning easier
- Most cases the owner or his son will prune with labour force on a daily basis
- After cane strip, 1 man can do 600 -700 vines per day
- Rolling of canes done on 1 cordon wire. Time saving, canes tucked together, future work done in one zone
- Australian growers are really good with renewal pruning and keep the GOLDEN circle as close as possible to the trunk

Cost of pruning

- Prune action = \$0.60 to \$0.80 per vine
- Cane strip by hand = \$0.60 to \$0.80 per vine
- Roll on = \$0.10 per cane (8-10 canes per vine)
- Piece work
- 7 days a week
- Own transport





Production practices

Labour cost

- Labour cost calculated per vine. **1000 to 1128 vine/ha**
- Do not focus on man days per ha
- Piece rate per activity per vine - generated to accommodate the average competent worker
- Yield measured by kg (boxes) per vine

Labour cost, spray and fertigation cost & water cost per vine

- Prune = \$0.70
- Pull = \$0.50
- Roll on = \$0.13 + x 8 canes
- Shoot thin = \$0.80
- Leaf = \$0.70
- Bunch hang & trim = \$2.00
- Guide canes = \$0.20
- Girdle = \$0.70
- 2nd Leaf = \$0.50
- Plastic on = \$0.70
- Plastic covers off = \$0.30

= Aprox \$8.00 + ongoing costs (32%) = \$ 10.50 per vine

+ Spray & Fert = \$2.50 /vine AND water = \$ 5-6 /vine

Australia vs South Africa

Activity	Australia	South Africa
Pruning		
Shoot thinning		
Fix or guide shoots		
One bunch per shoot		
Leave removal		
Bunch hang + trim	Not laterals 	
Crop load management		
Mechanical thinning		

Shoot thinning



- Remove shoots that are clustered together
- Space the shoots (grapes) by removing correct shoots
- Remove 3+ shoots that face/grow down or wrong direction
- 1st Crop load management



Leave suckering (Photos by Michele Melillo, SW)



Leaves not removed
before flowering



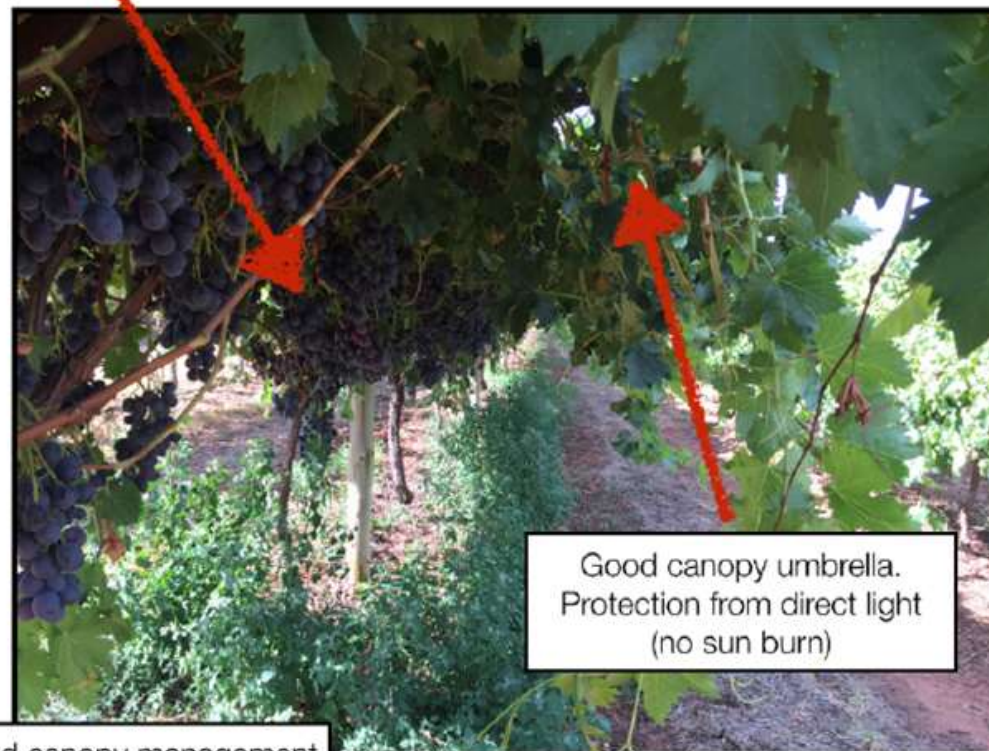
Leaves removed before
flowering. Clusters are free and
ready to be trimmed

Bunch Trim (Photos by Michele Melillo, SW)



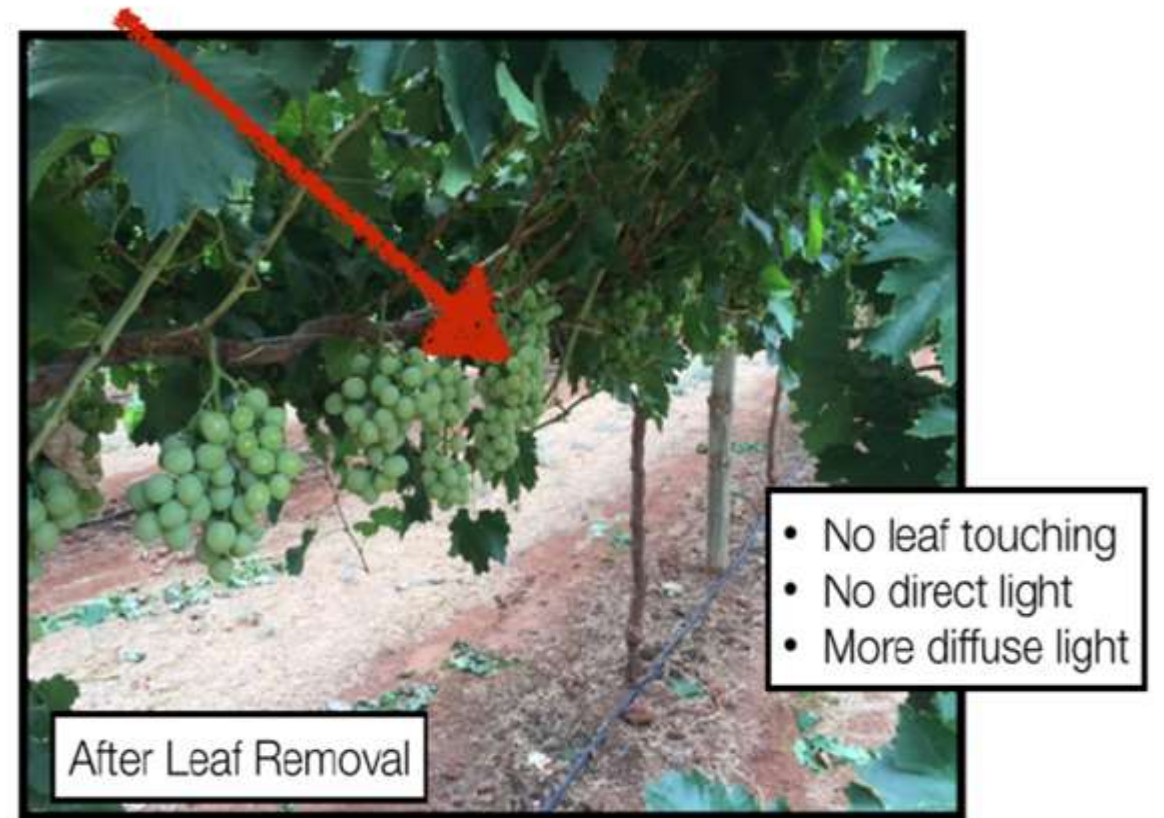
Canopy umbrella during the growing season (Photos by Michele Melillo, SW)

Good cluster exposure to diffuse light, sprays and air ventilation.



Nice Adora crop with good canopy management

Leaf removal (Photos by Michele Melillo, SW)



Plastic covers on most varieties



Equipment

Double rower



3 row Sprayer

- 100 ha
- 2 sprayers
- 1.5 days



3 Row sprayer



3 Row fan sprayer



Double rower



Weed control - three rows



Brooms for cleaning banks



Used to remove all shoots and leaves from the banks.



Cane stripper



Head of cane stripper



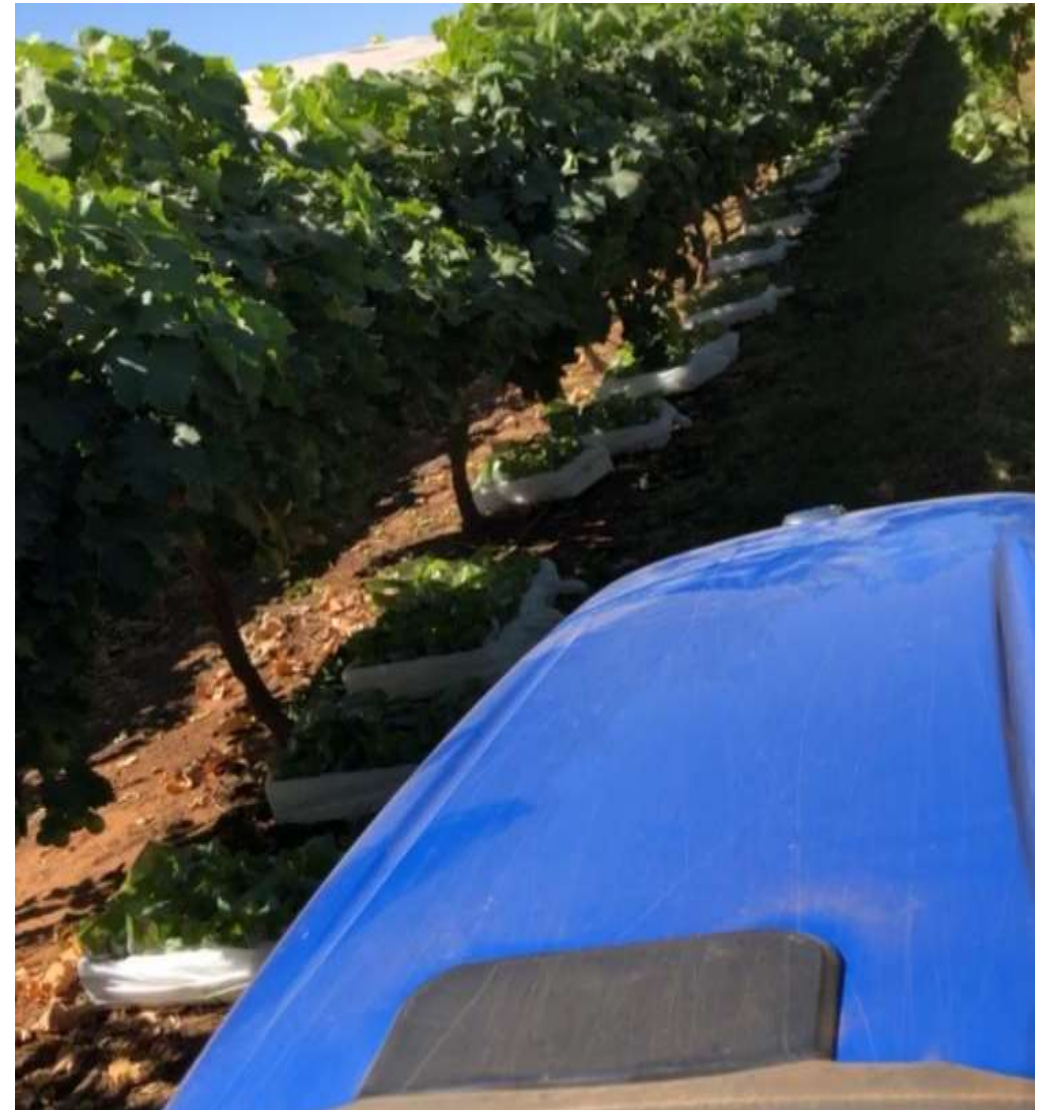
Harvest & Cooling

1 person per scale - field packing



Field pack

- 1 person per station/scale
- 70 – 130 x 8.5 kg cartons p/p day
- \$4.00 Strip pick
- \$4.50 colour pick



Off-loading @ cooling rooms



Static & open cooling for 8-12 hours before SO₂ pad and closing

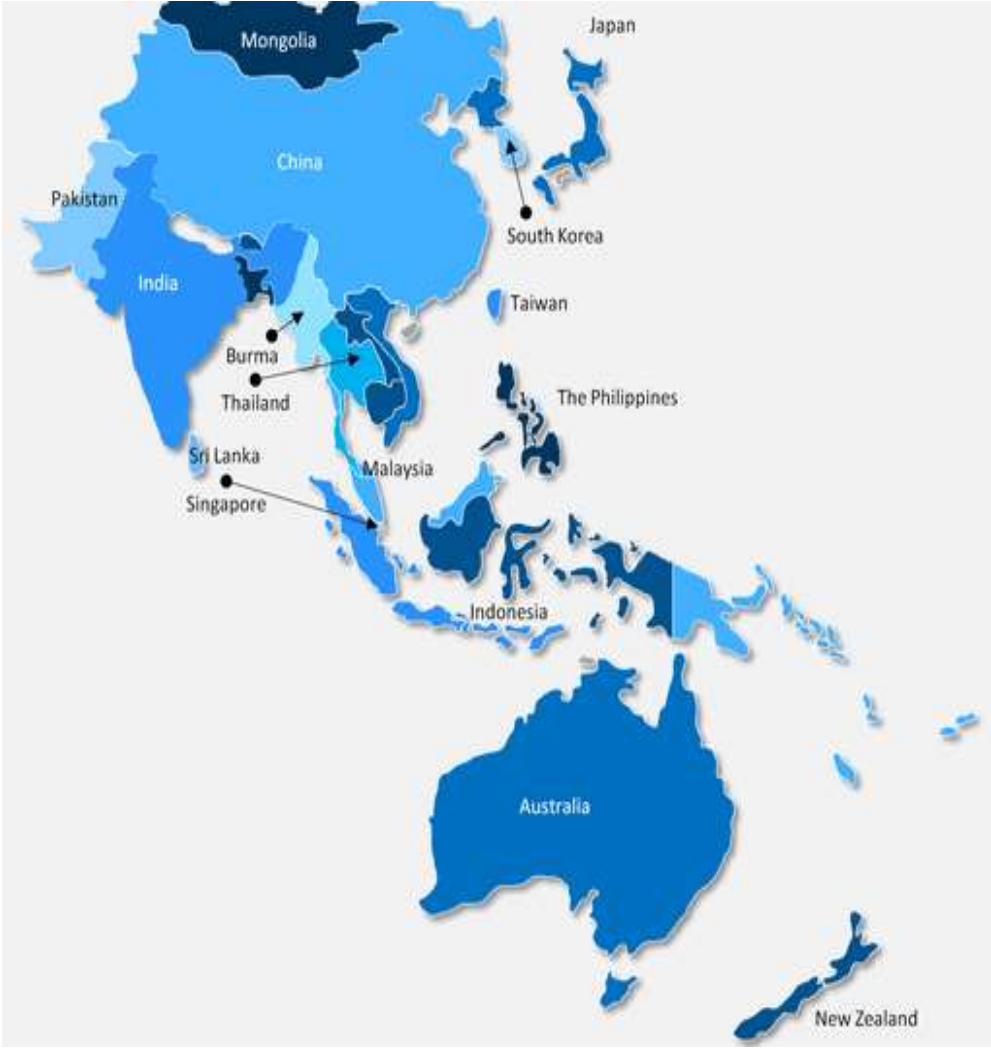


Australian Table Grapes



Time to marketplace

COUNTRY	DAYS IN TRANSIT
Indonesia	12 Days
The Philippines	14
Singapore	12 - 14
Malaysia	16
Thailand	24 - 26
Vietnam	22 - 26
South Korea	24
China	24
Taiwan	18
Japan	22



THANK YOU and Greetings from.....





Q & A time



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